

PENNSYLVANIA

PREPARED FOR

BY RICHARD ANTONINO

ACCELERATED PAYMENT PLAN ILLUSTRATION
ANNUAL DIVIDENDS USED TO BUY PAID UP ADDITIONAL INSURANCE

END OF POLICY YEAR	ANNUAL CASH OUTLAY FOR YEAR**	ANNUAL DIVIDEND	ILLUSTRATIVE CASH VALUE OF ADD. INS.	GUARANTEED CASH VALUE	ILLUSTRATIVE CASH VALUE	ILLUSTRATIVE DEATH BENEFIT††
36	NONE	3,728+	36,463	68,864	105,327	329,261
37	NONE	3,837+	41,016	72,319	113,336	337,561
38	NONE	3,956+	46,040	76,004	122,045	346,331
39	NONE	4,095+	51,579	79,920	131,499	355,624
40	NONE	4,258+	57,680	83,605	141,285	365,504
AGE 65	NONE	4,429+	64,388	87,520	151,908	375,991
42	NONE	4,608+	71,802	91,666	163,468	387,227
43	NONE	4,783+	79,917	95,581	175,499	399,094
44	NONE	4,956+	88,793	99,967	188,751	411,595
45	NONE	5,142+	98,500	104,103	202,604	424,767
46	NONE	5,334+	109,100	108,473	217,580	438,627
47	NONE	5,541+	120,653	113,089	233,738	453,220
48	NONE	5,753+	133,205	117,801	250,897	468,567
49	NONE	5,985+	146,880	122,298	269,098	484,723
50	NONE	6,211+	161,452	126,674	288,126	501,697
51	NONE	6,432+	177,188	131,280	308,469	519,505
52	NONE	6,646+	194,038	135,887	329,925	538,163
53	NONE	6,849+	212,039	140,263	352,302	557,679
AGE 78 & 4	NONE	7,033+	231,239	144,638	375,878	578,055
55	NONE	7,213+	251,701	149,085	400,716	599,316
56	NONE	7,402+	273,487	153,891	426,878	621,505
57	NONE	7,611+	296,636	157,767	454,403	644,688
58	NONE	7,849+	321,200	161,912	483,113	668,941
59	NONE	8,114+	347,182	166,058	513,250	694,341
60	NONE	8,395+	374,430	169,973	544,604	720,953
61	NONE	8,680+	402,839	173,889	577,427	748,830
62	NONE	8,961+	432,963	177,344	611,307	778,015
63	NONE	9,235+	464,963	181,029	646,992	808,549
64	NONE	9,495+	499,629	184,253	683,882	840,469
65	NONE	9,756+	535,090	187,708	722,798	873,825
66	NONE	10,006+	572,511	190,932	763,444	908,656
67	NONE	10,182+	612,028	194,157	806,185	944,935
68	NONE	10,364+	653,935	197,611	851,547	982,719
69	NONE	10,578+	698,601	201,297	899,898	1,022,094
70	NONE	10,562+	746,277	205,442	951,720	1,062,853

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METROPOLITAN LIFE INSURANCE COMPANY

6/02/92



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PENNSYLVANIA

PREPARED FOR [REDACTED]

BY RICHARD ANTONINO

ACCELERATED PAYMENT PLAN ILLUSTRATION
ANNUAL DIVIDENDS USED TO BUY PAID UP ADDITIONAL INSURANCE

END OF POLICY YEAR	ANNUAL CASH OUTLAY FOR YEAR**	ANNUAL DIVIDEND	ILLUSTRATIVE CASH VALUE OF ADD. INS.	GUARANTEED CASH VALUE	ILLUSTRATIVE CASH VALUE	ILLUSTRATIVE DEATH BENEFIT**
71	NONE	10,239+	797,043	210,049	1,007,092	1,104,709

- ** THE CASH OUTLAY ILLUSTRATED SHOWS THE RESULTS IF THE CURRENT DIVIDEND SCALE CONTINUES WITHOUT CHANGE. DIVIDENDS ARE NOT GUARANTEED AND MAY INCREASE OR DECREASE IN THE FUTURE. IF THE FUTURE DIVIDENDS DECREASE, IT IS POSSIBLE THAT THE CASH VALUE OF ADDITIONAL INSURANCE MAY NOT BE SUFFICIENT IN SOME FUTURE YEARS TO PAY THE FULL CURRENT PREMIUM AND SOME CASH OUTLAY MAY BE REQUIRED. IF PREMIUMS ARE MODAL, ANNUALIZED PREMIUM EQUALS THE MODAL PREMIUM TIMES NUMBER OF PAY PERIODS FOR YEARS.
1. GUARANTEED CASH VALUE AND CASH VALUE OF ADDITIONAL INSURANCE.
2. BASIC INSURANCE AND ADDITIONAL INSURANCE.
3. AGE AT LIFE EXPECTANCY - U.S. POPULATION LIFE TABLES.
4. ANNUAL DIVIDEND GREATER THAN ANNUAL PREMIUM.

DIVIDENDS BASED ON JAN. 1992 SCALE THAT USES CURRENT INTEREST, MORTALITY AND EXPENSE RATES. ILLUSTRATIVE FIGURES ARE NOT GUARANTEES OR ESTIMATES FOR THE FUTURE.

MDL 1103
CONFIDENTIAL

M129779220089

EXPLANATORY NOTES FORM 467 AND FORM 463-APP MUST BE ENCLOSED PAGE 5
METROPOLITAN LIFE INSURANCE COMPANY 6/02/92



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REDACTED
CONFIDENTIAL
POLICYHOLDER
INFORMATION

ORDERED FOR

PENNSYLVANIA

BY RICHARD ANTONINO

**ACCELERATED
PAYMENT PLAN**For Payment of Future Premiums from the Cash Value of Paid-up Additional
Insurance or Accumulated Dividends with Interest**IMPORTANT NOTICE**

Name of Insured _____ Name of Owner _____
 Policy Number _____ Issue Date _____
 Plan of Insurance LIFE PAID UP AT 95 Amount of Insurance \$230,317
 Classification PREFERRED Sex F Age at Issue 24
 Additional Benefits Included DISABILITY WAIVER

After premiums for your policy have been paid for 07 years, the Accelerated Payment Plan allows you to choose to pay future premiums as they fall due through the use of dividends, by withdrawing from the cash value of additional insurance or accumulated dividends with interest on amount which, together with the current dividend, will pay the current premium. When you wish to start this procedure, ask your Metropolitan Sales Representative to confirm that the dividends credited to your policy together with dividends based on the scale then in effect are sufficient to accomplish this objective. If dividends are sufficient, the procedure requires that future premium payments be paid annually (no outlay by you). Your Sales Representative will assist you in making this change if necessary and in putting this procedure in effect.

The number of years that premium payments in cash are required under the Accelerated Payment Plan is based on the dividend scale in effect at the time the policy is issued. Dividends, however, are not guaranteed. Changes in dividend scales after issue may increase or decrease the number of years shown. Also, if future dividend scales decrease after this payment procedure is started, it is possible that dividends may not be sufficient in some future years to pay the then full current premium.

The Accelerated Payment Plan increases your flexibility. When dividends are sufficient, you may stop your cash outlay, or continue to pay your premiums as you normally do. Even if you have chosen to pay premiums by the Accelerated Payment Plan, you may return to paying your premiums as you previously did at any time.

Signature: _____

Sales Representative: _____

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FORM 468

METROPOLITAN LIFE INSURANCE COMPANY

6/02/92

MetLife

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Notice: Production and Use Subject to Case Management and Protective
 Orders in MDL No. 1091 United States Dist. Ct.

STANDARD PRESENTATION LEDGER STATEMENT

PROPOSED FOR [REDACTED]
METROPOLITAN LIFE INSURANCE COMPANY
ONE MADISON AVENUE, NEW YORK, NEW YORK 10010
4230.317 6394 at 95

Female Age 24
Preferred Nonsmoker
Dividends Buy Paid-Up Additions

Annual Policy Premium 14 1,000.00

BEG OF YR	AGE	ANNUAL GROSS PREMIUM	END OF YEAR DIVIDEND	SURRENDER OF VALUES	ANNUAL LOAN	ANNUAL LOAN INTEREST	NET A/T OUTLAY	CUR NET OUTLAY	TOTAL LOAN	CASH VALUE	ILLUST NET CASH VAL	ILLUST NET DEATH BENEFIT
1	24	2,000	0	0	0	0	2,000	2,000	0	0	0	220,217
2	25	2,000	895	0	0	0	2,000	4,000	0	0	895	231,112
3	26	2,000	981	0	0	0	2,000	6,000	0	229	2,145	240,907
4	27	2,000	1,094	0	0	0	2,000	8,000	0	464	3,553	251,112
5	28	2,000	1,212	0	0	0	2,000	10,000	0	1,672	6,951	262,071
6	29	2,000	1,325	0	0	0	2,000	12,000	0	3,763	8,736	273,602
7	30	2,000	1,423	0	0	0	2,000	14,000	0	3,315	11,571	285,810
8	31	2,000	1,435	2,000	0	0	0	14,000	0	5,237	12,877	290,816
9	32	2,000	1,452	2,000	0	0	0	14,000	0	6,573	13,706	276,144
10	33	2,000	1,467	2,000	0	0	0	14,000	0	8,061	14,776	271,800
11	34	2,000	1,511	2,000	0	0	0	14,000	0	9,442	15,878	267,781
12	35	2,000	1,557	2,000	0	0	0	14,000	0	11,055	17,243	264,263
13	36	2,000	1,607	2,000	0	0	0	14,000	0	12,667	18,647	261,221
14	37	2,000	1,661	2,000	0	0	0	14,000	0	14,279	20,093	258,545
15	38	2,000	1,718	2,000	0	0	0	14,000	0	16,122	21,819	256,526
16	39	2,000	1,785	2,000	0	0	0	14,000	0	17,734	23,375	254,862
17	40	2,000	1,860	2,000	0	0	0	14,000	0	19,576	25,226	253,662
18	41	2,000	1,928	2,000	0	0	0	14,000	0	21,649	27,379	252,312
19	42	2,000	2,017	2,000	0	0	0	14,000	0	23,432	29,389	251,606
20	43	2,000	2,091	2,000	0	0	0	14,000	0	25,565	31,719	251,754
21	44	2,000	2,165	2,000	0	0	0	14,000	0	27,678	34,157	251,228
22	45	2,000	2,237	2,000	0	0	0	14,000	0	29,710	36,711	251,387
23	46	2,000	2,405	2,000	0	0	0	14,000	0	32,014	39,627	251,868
24	47	2,000	2,524	2,000	0	0	0	14,000	0	34,317	42,675	251,785
25	48	2,000	2,685	2,000	0	0	0	14,000	0	36,520	45,838	251,172
26	49	2,000	2,863	2,000	0	0	0	14,000	0	39,153	49,544	251,058
27	50	2,000	3,090	2,000	0	0	0	14,000	0	41,687	53,400	251,435
28	51	2,000	3,171	2,000	0	0	0	14,000	0	44,451	57,716	270,441
29	52	2,000	3,273	2,000	0	0	0	14,000	0	46,384	62,061	274,333
30	53	2,000	3,576	2,000	0	0	0	14,000	0	49,378	67,136	279,376
31	54	2,000	3,737	2,000	0	0	0	14,000	0	52,742	72,277	285,547
32	55	2,000	4,024	2,000	0	0	0	14,000	0	55,736	77,962	291,545
33	56	2,000	4,254	2,000	0	0	0	14,000	0	58,730	83,577	298,254
34	57	2,000	4,486	2,000	0	0	0	14,000	0	61,355	89,557	305,323
35	58	2,000	4,718	2,000	0	0	0	14,000	0	65,410	97,749	312,323
36	59	2,000	4,972	2,000	0	0	0	14,000	0	68,864	105,327	320,728
37	60	2,000	5,243	2,000	0	0	0	14,000	0	72,315	113,336	329,083
38	61	2,000	5,535	2,000	0	0	0	14,000	0	76,004	122,045	337,886
39	62	2,000	5,828	2,000	0	0	0	14,000	0	79,919	131,439	347,191
40	63	2,000	6,288	2,000	0	0	0	14,000	0	83,685	141,295	357,053

Benefits Included

Base Policy
Disability Waiver

	Annual	Initial Premium	Check-Off-Ratio	Vrs. to Pay
Base Policy	1,951.83	1,053.87	176.74	71
Disability Waiver	48.71	25.22	4.61	41

This illustration is not valid unless accompanied by the SUPPLEMENTAL FOOTNOTE PAGE

The ALLOCATION OF VALUES page shows the allocation of premiums, death benefits and cash values between the base policy, term rider, if any, and the paid-up additions rider.

Free Variable Outlay(3)
06/22/1992
Version 3.00

Prepared by: CHASE CANTING
State: PA

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M129779220091

Notice: Production and Use Subject to Case Management and Protective Orders in MDL No. 1091 United States Dist. Ct.

STANDARD PRESENTATION LEDGER STATEMENT

PROPOSED FOR
METROPOLITAN LIFE INSURANCE COMPANY
ONE MADISON AVENUE, NEW YORK, NEW YORK 10010
4230,317 Life at 55

Female Age 24
Preferred Non smoker
Dividends Buy Paid-Up Additions

Annual Policy Premium 1: 2,000.00

AGE OF YR	ATT AGE	ANNUAL GROSS PREMIUM	END OF YEAR DIVIDENDS	SURRENDER OF VALUES	ANNUAL LOAN	ANNUAL LOAN INTEREST	NET OUTLAY	CUM NET OUTLAY	TOT LOAN	CASH VALUE	ILLUST NET CASH VAL	ILLUST NET DEATH BENEFIT
41	64	2,000	8,367	2,000	0	0	9	14,000	0	151,523	151,523	367,523
42	65	1,952	8,504	2,246	0	0	-6,235	7,765	0	151,654	151,654	364,239
43	66	1,952	7,104	2,246	0	0	-6,235	14,000	0	151,654	151,654	361,507
44	67	1,952	7,512	2,362	4,884	0	-6,235	14,000	4,884	151,654	151,654	354,432
45	68	1,952	5,911	1,951	6,735	440	-6,235	14,181	11,618	151,654	151,654	353,091
46	69	1,952	8,546	1,951	7,341	1,046	-6,235	14,181	18,959	151,654	151,654	373,497
47	70	1,952	9,131	1,951	8,001	1,707	-6,235	14,181	27,359	151,654	151,654	383,754
48	71	1,952	9,754	1,951	8,721	2,427	-6,235	14,181	35,886	151,654	151,654	382,235
49	72	1,952	10,435	1,951	5,506	3,142	-6,235	14,181	45,186	151,654	151,654	384,606
50	73	1,952	11,142	1,951	10,262	4,063	-6,235	14,181	55,547	151,654	151,654	393,722
51	74	1,952	11,884	1,951	11,294	5,000	-6,235	14,181	66,841	151,654	151,654	394,601
52	75	1,952	12,658	1,951	12,311	6,016	-6,235	14,181	78,151	151,654	151,654	398,163
53	76	1,952	13,462	1,951	13,419	7,124	-6,235	14,181	90,486	151,654	151,654	401,234
54	77	1,952	14,289	1,951	14,626	8,332	-6,235	14,181	103,821	151,654	151,654	403,590
55	78	1,952	15,140	1,951	15,940	9,648	-6,235	14,181	118,156	151,654	151,654	406,034
56	79	1,952	16,017	1,951	17,377	11,080	-6,235	14,181	133,491	151,654	151,654	407,372
57	80	1,952	17,006	1,951	18,940	12,647	-6,235	14,181	149,726	151,654	151,654	407,920
58	81	1,952	18,130	1,951	20,634	14,351	-6,235	14,181	166,861	151,654	151,654	407,594
59	82	1,952	19,372	1,951	22,504	16,210	-6,235	14,181	184,896	151,654	151,654	404,291
60	83	1,952	20,830	1,951	24,529	18,228	-6,235	14,181	203,831	151,654	151,654	403,927
61	84	1,952	21,714	1,951	26,777	20,442	-6,235	14,181	223,666	151,654	151,654	400,365
62	85	1,952	22,863	1,951	29,143	22,969	-6,235	14,181	244,401	151,654	151,654	395,285
63	86	1,952	24,289	1,951	31,766	25,712	-6,235	14,181	266,136	151,654	151,654	388,666
64	87	1,952	25,994	1,951	34,669	28,731	-6,235	14,181	289,871	151,654	151,654	380,214
65	88	1,952	27,988	1,951	37,917	31,947	-6,235	14,181	314,606	151,654	151,654	369,795
66	89	1,952	28,823	1,951	41,428	34,843	-6,235	14,181	340,341	151,654	151,654	358,872
67	90	1,952	30,358	1,951	44,840	38,546	-6,235	14,181	367,076	151,654	151,654	347,371
68	91	1,952	31,577	1,951	48,876	42,581	-6,235	14,181	394,811	151,654	151,654	335,884
69	92	1,952	33,773	1,951	53,275	46,980	-6,235	14,181	423,546	151,654	151,654	304,168
70	93	1,952	36,351	1,951	58,069	51,775	-6,235	14,181	453,281	151,654	151,654	275,425
71	94	1,952	36,790	1,951	63,296	57,001	-6,235	14,181	483,016	151,654	151,654	245,153
72	95	0	37,415	0	68,932	62,636	-6,235	14,181	512,751	151,654	151,654	210,347
73	96	0	38,132	0	75,201	68,907	-6,235	14,181	542,486	151,654	151,654	171,085
74	97	0	41,387	0	81,570	75,675	-6,235	14,181	572,221	151,654	151,654	125,438
75	98	0	43,573	0	89,346	83,052	-6,235	14,181	601,956	151,654	151,654	73,225

Benefits Included

Base Policy
Disability Waiver

Annual	Single Annual	Check-Off Ratio	Yrs. To Pay
1,951.63	1,952.82	100.74	71
48.37	25.23	1.41	41

This illustration is not valid unless accompanied by the SUPPLEMENTAL FOOTNOTE PAGE.

The ALLOCATION OF VALUES page shows the allocation of premiums, death benefits and cash values between the base policy, term rider, if any, and the paid-up additions rider.

Plausible Outlay(s):
96/22/1992

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Prepared by: RICHARD ANTONIO
Date: 6/1/00

Notice: Production and Use Subject to LHM RULES and REGULATIONS
Orders in MDL No. 1091 United States Dist. Ct.

M129779220092

M9371



INDIVIDUAL RETIREMENT BENEFIT (I.R.B.)

V.S.

INDIVIDUAL RETIREMENT ACCOUNT (I.R.A.)
CERTIFICATE OF DEPOSIT (C.D.)

	IRB	YES	IRA	YES	CD
1. DISABILITY FEATURE*	YES		NO		NO
2. TAX-FREE WITHDRAWAL	YES		NO		NO
3. COST OF LIVING ADJUSTMENT	YES		NO		NO
4. USE OF SAVINGS BEFORE AGE 59-1/2	YES		NO		NO
5. PENALTY FOR EARLY WITHDRAWAL	NO		YES		YES
6. PREMATURE DEATH CLAUSE**	YES		NO		NO
7. TAX DEFERRED GROWTH	YES		YES		NO
8. 9 TO 12% LONG TERM RATE OF RETURN	YES		NO		NO
9. SELF-COMPLETING PROGRAM***	YES		NO		NO

*YOUR ANNUAL INVESTMENT IS CONTINUED AS LONG AS YOU ARE DISABLED.

**METROPOLITAN WILL COMPLETE YOUR SAVINGS PROGRAM FOR YOU IF YOU SHOULD DIE PREMATURELY

***YOU WILL BE SECURE IN KNOWING THAT YOUR SAVINGS PROGRAM WILL BE COMPLETED IF:

- A. YOU LIVE AND ACHIEVE YOUR GOAL
- B. YOU BECOME DISABLED
- C. YOU DIE PREMATURELY

M129779220093

Metropolitan Life Insurance Company, Metropolitan Trust Life Insurance Company
Metropolitan Investors and Annuity Company, MetLife Securities Inc.
MetLife Office, New York, NY
Metropolitan Property and Casualty Insurance Company
MetLife Office, Kansas City, MO

M9377

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METROPOLITAN INVESTMENT PROGRAM

INDIVIDUAL RETIREMENT BENEFIT (I.R.B.)

1. SELF-COMPLETING PROGRAM:
 - A. SUPPLEMENTARY INCOME NEEDED AT RETIREMENT
 - B. DISABILITY PROVISION TO GUARANTEE INVESTMENT RETURN
 - C. IMMEDIATE TAX-FREE INCOME IN THE EVENT OF PREMATURE DEATH
2. TAX-DEFERRED GROWTH
3. NO PENALTY FOR EARLY WITHDRAWAL
4. EMERGENCY SAVINGS PROGRAM
5. COST OF LIVING ADJUSTMENT BUILT IN
6. FLEXIBILITY IN PREMIUM PAYMENTS
7. OPTION FOR EARLY MORTGAGE LIQUIDATION
8. PEACE OF MIND OF BEING WITH A STRONG COMPANY

Metropolitan Life Insurance Company, Metropolitan Tower Life Insurance Company,
Metropolitan Insurance and Annuity Corporation, MetLife Securities, Inc.
Home Office: New York, NY
Metropolitan Property and Casualty Insurance Company
Home Office: Kansas City, MO

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IX. RETIREMENT PLAN PROMOTIONS

Various marketing plans were developed and/or revised at both corporate and local levels, and were intended for use in soliciting the retirement market. The advertising used promoted retirement plans with heavy emphasis on "savings" and "deposits". The advertising made little or no mention of life insurance, even though the sales objective was to sell life insurance. These marketing plans had the capacity to mislead consumers into purchasing life insurance under the false presumption they were purchasing a retirement plan. It was also noted similar MetLife marketing practices and procedures were utilized in other states for the same purpose.

50/50 Plan: (see pages 88 - 92)

A marketing plan, with track book, allegedly developed at, and within, the MetLife Pittsburgh regional agency, by Michael J. George, Regional Training Director, was designed to solicit the sale of Whole Life policies with Paid Up Addition Riders (PUAR) to Pennsylvania consumers. Portions of the track book, pre-approach letters, and telephone scripts presented the 50/50 Plan as an investment or savings vehicle rather than an insurance policy. The 50/50 Plan, as a marketing tool, was designed to allow targeting of any occupational group.

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A sample pre-approach letter from the 50/50 Plan track book (see page 88) described only savings and failed to mention insurance. A follow-up phone script from the 50/50 Plan track book (see page 88) referenced only a Metropolitan savings program when asking for an appointment.

The 50/50 Selling Points list (see page 90) from the 50/50 Plan track book failed to disclose that the solicitation was intended to propose insurance, and emphasizing "savings" and "retirement income" while pointing out that the prospective client could not "rely on Social Security" or their "employer." The 50/50 Plan track book benefits page (see page 91) also failed to disclose the solicitation as involving insurance.

The 50/50 Plan track book contained standardized illustrations (see page 92) of the plan by sex and age, for monthly "deposits" of \$100.00, showing cash value and monthly income generated at age 65. The illustrations failed to disclose the solicitation as involving insurance.

The plan was designed to identify an amount of "savings" by the consumer and then apply that amount as equal premium payments into a Whole Life policy and a PUAR. Review indicates that the MetLife agent force, encouraged by some office managers, deviated from the

equal payment amounts and caused the entire amount to be paid into the Whole Life policy, with a PUAR for optional payments. The effect of this deviation was to provide increased commission earnings for MetLife agents and sales managers.

A benefits illustration page from the track book (see page 91) entitled "Metropolitan 50/50, a plan to provide for your personal savings" showed the plan as providing investment and savings aspects. No reference was made to an insurance policy or payment of premiums.

No indication was found that MetLife had formally approved use of the 50/50 Plan advertising, however, MetLife officers Gary E. Antonino and Charles M. Kavitsky were aware of the 50/50 Plan and had encouraged MetLife regional offices to use the 50/50 Plan advertising for marketing purposes.

General

Dear _____,

Do you have a tendency to spend as much as you earn? Would you like to start a savings plan that works?

Most savings plans fail for one of two reasons: they never get started or they lack discipline.

Metropolitan has a savings plan that makes it easy to save, has a great return, and is flexible for changing times.

It's Metropolitan's 50/50 plan.

Regards,

Mike George
Account Representative
(412) 828-5706

MIDL 1091
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PHONE SCRIPT
Follow-up -- Pre-Approach Letter

Hello _____. This is _____ from Metropolitan. do you
have a minute? I recently sent you a letter introducing
Metropolitan's new 50/50 savings program. I'll be in your area
next week and I would like to stop by and show you how it works.
do you have ten minutes on _____?

MDL 109
CONFIDENTIAL

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50/50
SELLING POINTS

- Savings
- Retirement income
- Discipline
- If you don't take care of your personal savings who will?
- The first thing to do with a savings plan is get it started!
- Self-completion: disability or death
- Great return
- Tax deferral
- Simplicity
- Flexibility
- You can't rely on Social Security and your employer ??

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M129779220100

METROPOLITAN 50/50

a plan to provide for your personal savings

Our plan provides...

Discipline...	through regular systematic deposits from your checking account.
Flexibility...	You can make unscheduled payments at your own convenience.
Safety...	Cash values increase steadily as deposits are made.
Self Completion...	in case of premature death or disability Metropolitan will complete the plan.
Tax Deferral...	Increasing values in the plan are not subject to personal income tax until actually paid as cash or income to you. Deposits may be withdrawn tax free.
High Income...	Metropolitan's life income payments are paid to you over your entire lifetime.
Simplicity...	no investment or reinvestment worries either during the cash accumulation period or pay-out period.

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50/50 SAVINGS PLAN

Monthly Deposit

50	50
<u>50.00</u>	<u>50.00</u>

DEPOSITS MADE FOR 12 YEARS:

Cash Value at Age 65

<u>89,171.00</u>	<u>250,648.00</u>
------------------	-------------------

Monthly Income at Age 65

<u>23.42</u>	<u>2,050.31</u>
--------------	-----------------

DEPOSITS MADE TO AGE 65:

Cash Value at Age 65

<u>171,664.00</u>	<u>417,804.00</u>
-------------------	-------------------

Monthly Income at Age 65

<u>1,404.22</u>	<u>3,417.64</u>
-----------------	-----------------

Death Benefit

58,749.00

MALE AGE 23

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Nurses Insured Retirement Plan: (see pages 98 - 99)

A brochure (see page 98) promised tax deferred earnings, without clearly disclosing that the solicitation was for a Whole Life insurance policy with an option to purchase paid-up additional insurance. The full amount paid for a "retirement plan" was actually used to fund a Whole Life policy.

Nurses Guaranteed Retirement Plan: (see pages 100 - 103)

A prospecting letter (see page 100) targeted nurses and offered a "retirement savings plan" without any disclosure of insurance. A variation of this solicitation (see page 101) was referred to as a "New Retirement Savings Plan, Now Available to All Nursing Professionals."

Health Professionals Retirement Plan: (see page 102)

A pre-approach letter (see page 102) was used in solicitation of a "Special Retirement Plan for Health Care Professionals." The solicitation did not mention the proposed sale of insurance. The letter did reference previous solicitations of Pennsylvania consumers by a MetLife group in Tampa, Florida. Testimony by MetLife sales representatives obtained during the examination indicated the solicitation techniques of the Florida

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marketing group were adopted for Pennsylvania solicitation by MetLife sales representatives in Pennsylvania.

Small Business Employee Guaranteed Retirement Savings Plan: (see page 103)

A prospecting letter targeting small business employees (see page 103) was found to originate from MetLife offices in Western Pennsylvania. This letter was of note since it failed to identify MetLife directly and further reflects the wide variation of retirement/savings plan solicitations.

Met Life State Street Wealth Accumulation Program: (see page 104)

A cover letter accompanying the delivery of a Whole Life policy, which had a disability waiver rider but no PWAR, depicted a marketing method used in obtaining the sale of a Whole Life policy in combination with the purchase of a MetLife State Street fund account (see page 104). The cover letter failed to disclose insurance as part of the program, while referring to the delivered policy as "Part A Insured Savings Summation," the policy's \$40.00 premium as "Monthly Investment," and the policy's death benefit as an "Immediate Estate Value." The MetLife State Street portion of the plan was described as "Part B

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Diversified Funds Summation," with a "Monthly Investment" of \$40.00. The "Total Monthly Investment" of \$80.00 promised a "Total Cash Accumulation at your age 65 of \$89,773.00" without disclosures as to the non-guaranteed aspect of the insurance policy's dividends.

This variation was of note, as it paralleled instances detected during examination of replacement issues where MetLife policyholders had been induced to surrender existing insurance into MetLife State Street fund accounts and then purchase new insurance with funds taken from the accounts in order to circumvent MetLife's replacement and rewritten business rules. These advertising materials all appeared to be examples of advertising which had not been approved by MetLife for use by the MetLife field force.

Tax Advantaged Bonus Plan, Tax Advantaged Retirement Plan for Nurses, and Tax Advantaged Bonus Plan for Business Owners (see pages 105 - 154)

During the examination MetLife provided copies of advertising for the above three (3) plans which had been approved by MetLife. The Insurance Department was subsequently informed by MetLife that these advertising pieces had inadvertently been made available to their field force upon approval by a marketing division of MetLife, without the usual required legal division

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M129779220105

M93-1

approval, and that only the Tax Advantaged Bonus Plan for Nurses had penetrated into the Pennsylvania marketplace. MetLife had allegedly recalled and destroyed all unapproved issues of the advertising. The MetLife corporate advertising was found consistent with other questioned advertising, in that it promoted the sale of whole life policies of insurance through solicitations promising earnings for retirement. While containing footnoted disclosure information, the various advertising pieces possessed a capacity, through stating precise earning values, to deceive consumers as to future earnings. Further, sales solicitation scripts employed by telemarketers clearly avoided the presentation of the Tax Advantaged Bonus Plan as insurance. The Tax Advantaged Bonus Plan was found to have evolved from 1991 to 1993 through the backing of MetLife Senior Vice President Richard M. Maurer and was, in fact, termed alternatively "The Maurer Plan". Charles M. Kavitsky, Territorial Officer in Charge and Vice President, Mideastern Territory, was found to have coordinated and provided telemarketing support to MetLife sales representatives J. Joel Sherman, Richard Antonino, and Ronald Schram in Western Pennsylvania for the Tax Advantaged Bonus Plan.

- FINDINGS AND CONCLUSIONS -

Although the examination could not identify in detail the full extent of market penetration gained by MetLife

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through use of the various retirement/savings/investment plan solicitations, testimony of consumers and MetLife agents contacted during the examination indicated the misleading solicitation methods were used routinely to solicit Whole Life, Life to 95, and Life to 98 policies sold by MetLife. It is clear the various forms of advertising developed and used by MetLife sales representatives were designed to preclude proper disclosure of insurance sales to Pennsylvania consumers. It was also noted, while the focus of the examination was on a six (6) county Western Pennsylvania Region, the various marketing schemes and practices occurred throughout Pennsylvania.

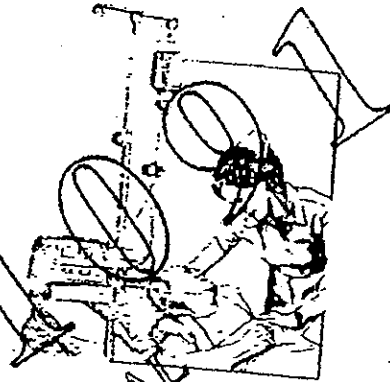
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NURSES INSURED RETIREMENT PLAN



Metropolitan Life
AND AFFILIATED COMPANIES
Pittsburgh South District
Wander Oak Bldg., Suite 40
1918 Cochran Road
Pittsburgh, Pa. 15220
(412) 571-3500

CONFIDENTIAL
For the Future a
Nurse Deserves...

Metropolitan Life
AND AFFILIATED COMPANIES

M129779220108

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To "grow" a nest egg conveniently.

Whether you're regularly employed (in a hospital, a corporation, etc.) or you do private part-time duty, Metropolitan's Nurses Insured Retirement Plan is a convenient way for you to accumulate funds for the future you deserve.

Our new Insured Retirement Plan provides 5 distinct benefits:

CONTROL

If you should leave your present nursing position, your retirement benefits can stay with you.

FLEXIBILITY

Access it any time.

TAX BENEFITS

Tax deferred accumulation while providing a life insurance benefit.

SECURITY

Can be used to provide lifetime income.

DISABILITY

Your monthly contributions can continue to be deposited by Metropolitan should you become disabled.

Just for a moment, think about you.

As a nurse, you're always on call no matter where you work. Even if you're office-based or on private duty, you have to be prepared for an emergency anytime.

And just for a few moments, think about your life and what you'd like to be doing in the future. Have you taken the time to make plans?

At Metropolitan Life, we can help you build a solid foundation of financial security with our Nurses Insured Retirement Plan which can help you accumulate the money you need, tax-deferred, for your retirement years. If you've already started saving, we can suggest ways to make your money work harder. There's sure to be a strategy that will fit your financial situation today with enough built-in flexibility for the years ahead!

And what's more, you'll have the security of knowing that your Nurses Insured Retirement plan is backed by Metropolitan Life and affiliated companies, a financial services leader with over \$1 trillion in assets under management. Our quality products and services have earned us the highest ratings possible from

Moody's Investor Service

AAA (For Financial Strength)

Standard & Poor's

AAA (For Claims-Paying Ability)

A.M. Best & Co.

A++ (For Soundness of Investment)

With an ongoing commitment to quality, MetLife is building on a historic tradition of financial stability and security.



Metropolitan Life
AND AFFILIATED COMPANIES

M129779220109

↑
Regional
Office

METROPOLITAN INSURANCE COMPANY
3 Parkway Center East
2020 Ardmore Boulevard
Suite 120
Pittsburgh, PA 15221

NURSES GUARANTEED RETIREMENT SAVINGS PLAN

If you qualify, Metropolitan has a Guaranteed Retirement Savings Plan which is now available to ALL NURSES IN THE STATE OF PENNSYLVANIA. This new Retirement Savings Plan is designed to complement your existing benefits with 5 VERY IMPORTANT FEATURES:

1. CONTROL - Unlike traditional retirement plans, if you should leave your present nursing position, you will not lose your retirement benefits.
2. FLEXIBILITY - Availability of cash without penalty.
3. TAX BENEFITS - High tax sheltered growth.
4. SECURITY - Provides a guaranteed lifetime income.
5. DISABILITY - Your monthly savings will continue to be deposited by Metropolitan should you become disabled.

The tax advantages, availability and guarantees make this NEW GUARANTEED RETIREMENT SAVINGS PLAN one of the most widely discussed in the investment world today. Would you mind completing the form below in order that we may furnish you information on this New Retirement Savings Plan.

Sincerely,

Susan Zelenko
Nursing Representative

NAME _____
ADDRESS _____ CITY _____
STATE _____ ZIP CODE _____
HOME PHONE _____ BUS PHONE _____
DATE OF BIRTH: MONTH _____ DAY _____ YEAR _____

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Metropolitan Life
AND AFFILIATED COMPANIES

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M9371



168 West Chestnut Street
Washington, Pa. 15301
Telephone: (412) 225-9090

NOW AVAILABLE TO ALL NURSING PROFESSIONALS

If you qualify, MetLife now has a savings plan available to all nurses. Would you mind giving us your name and date of birth below in order that we may furnish you information about a NEW RETIREMENT SAVINGS PLAN?

1. High rate of return.
2. The cash fund may be used for emergencies and opportunities.
3. Metropolitan makes deposits for you should you become disabled.
4. Pays a guaranteed income at retirement.

This is something new, one of the most widely discussed retirement programs in the investment world today.

Sincerely,

Karen A. Donley
Karen A. Donley
Account Representative

M129779220111

Metropolitan Life
AND AFFILIATED COMPANIES

521 NORTHERN BLVD.
CHINCHILLA, PA 18410
(717) 587-4731

SPECIAL RETIREMENT PLAN FOR HEALTH CARE PROFESSIONALS

Do you know the three greatest forces that will effect your retirement and nest-egg? Interest rates, inflation, and taxes!! MetLife has a Special Retirement Plan available to overcome these obstacles. Our marketing group in Tampa, Florida has provided you with information on MetLife's Plan that is NOW AVAILABLE LOCALLY!! For the benefit of local service and financial planning, please give your name and date of birth below in order that we may furnish you with information about MetLife's RETIREMENT SAVINGS PLAN:

1. High Rate of Return
2. Tax Deferred Growth
3. No Government Penalties
4. Complete Security of Principal AND Interest
5. MetLife makes deposits for you should you become disabled
6. Pays a GUARANTEED income at your retirement
7. Plan follows you should you move to another job

THIS IS SOMETHING NEW--one of the most widely discussed retirement programs in the investment world today! MetLife leads the industry in the quality of its investment portfolio, which makes our retirement accounts one of the most secure and profitable to be found!

Sincerely,

Bruce J. Gordon
Retirement Advisor

NAME _____

ADDRESS _____ STATE _____ ZIP _____

HOME PHONE _____ BUS. PHONE _____

DATE OF BIRTH _____

FOR MORE INFORMATION ON OTHER SPECIFIC PLANS, PLEASE CHECK:

- | | |
|---|---|
| <input type="checkbox"/> MORTGAGE CANCELLATION PROTECTION | <input type="checkbox"/> I.R.A. |
| <input type="checkbox"/> DISABILITY INCOME PROTECTION | <input type="checkbox"/> LIFE INSURANCE |
| <input type="checkbox"/> COLLEGE SAVINGS PLAN | |

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SMALL BUSINESS EMPLOYEE GUARANTEED RETIREMENT SAVINGS PLAN

IF YOU QUALIFY, we have a Guaranteed Retirement Savings Plan which is now available to ALL SMALL BUSINESS EMPLOYEES IN THE STATE OF PENNSYLVANIA. This new Retirement Savings Plan is designed to complement your existing benefits with 5 VERY IMPORTANT FEATURES:

1. CONTROL

-Unlike traditional retirement plans, if you should leave your present position, you will not lose your retirement benefits.

2. FLEXIBILITY

-Availability of cash without penalty.

3. TAX BENEFITS

-High tax sheltered growth.

4. SECURITY

-Provides a guaranteed lifetime income.

5. DISABILITY

-Your monthly savings will continue to be deposited by Metropolitan should you become disabled.

The tax advantages, availability and guarantees make this NEW GUARANTEED RETIREMENT SAVINGS PLAN one of the most widely discussed in the investment world today. Would you mind completing the form below in order that we may furnish you information on this New Retirement Savings Plan.

Sincerely,

Retirement Plan Representative

NAME _____

ADDRESS _____ CITY _____

STATE _____ ZIP CODE _____

HOME PHONE _____ BUSINESS PHONE _____

DATE OF BIRTH: MONTH _____ DAY _____ YEAR _____

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MET LIFE STATE STREET WEALTH ACCUMULATION PROGRAM A TWO PART SERIES

Especially Prepared For

Part A Insured Savings Summation

1. Immediate Estate Value \$ 12,277
Disability Investment Waiver
2. Cash In \$ Values

Year 5	979.00
Year 10	3,180.00
Year 15	6,779.00
Year 20	12,384.00
Year 25	20,550.00
Year 30	32,370.00
Year 35	47,133.00
Year 40	67,229.00
Year 45	94,217.00

Monthly Investment \$ 40.00

Total Monthly Investment

\$ 3,800.00

Total Cash Accumulation

At Your Age 65
\$ 89,773.00

Part B Diversified Funds Summation

1. Money Market, Stocks, Bonds
2. Cash In \$ Values

Year 5	2,968.00
Year 10	7,170.00
Year 15	13,118.00
Year 20	21,540.00
Year 25	33,463.00
Year 30	50,342.00
Year 35	71,947.00
Year 40	101,853.00
Year 45	144,192.00

Monthly Investment \$ 40.00

Part A Based on Current Dividend Rates
Age 34 Standard Non-Smoker Class

Part B Based on a 10% Average Annual
Return

MetLife Life Insurance Company, MetLife Life Insurance Company
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company

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TELEMARKETING SCRIPT USED FOR THE TAX-ADVANTAGED BONUS PLAN

Prepared by
Ami M. Branman
P.I. Advanced Markets

INTRODUCTION

Hello, may I please speak with Mr./Ms. —.

WHO'S CALLING?

This is — calling for MetLife. (is Mr./Ms. — available?) (Am I speaking with Mr./Ms. —?)

WHAT'S THE CALL ABOUT?

I'm calling about a new retirement plan tailor designed for business owners. Could you please connect me to Mr./Ms. —.

PRESENTATION

Good (morning/afternoon), Mr./Ms. —. My name is —, and I'm contacting a select group of small business owners to let them know about an exciting new plan from MetLife that frees the business dollar to provide you with tax-free retirement income.

EARLY INTERRUPTION: This plan involves no personal out-of-pocket expense or paperwork while providing you with a Tax Free retirement income. I promise I'll only take a moment of your time. (CONTINUE)

In a nutshell:

With IRS intruding on almost all forms of retirement plans, will there be any true Tax-Free Retirement income vehicles left for the small business owner?

What would you say if we could show you how to have tax-free retirement income with no out-of-pocket expenses to you?

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It's one of the few plans that can be for yourself only *or* any employee or employees you choose, but it's not a requirement. You can begin and end the program for you or your employee(s) at any time.

And . . . if you should die prior to retirement, it would provide your loved ones with tax-free death benefits.

There's no drafting formal plan documents or IRS approval needed.

One of our specially trained account executive will be in your area and happy to stop by and fill you in on all the benefits - knowing how valuable your time is and this will only take 10 or 15 minute. May I arrange that for you?

IF YES:

Terrific, Let me just confirm your address. I have it here as (READ ADDRESS), is this correct? Fantastic. A rep will call you shortly to confirm the time and day. Thank you and have a great day.

ANY QUESTIONS:

That's why I'd like to have a rep. meet with you. They know the plan inside and out and can answers any and all questions. They'll also be glad to show you how to tailor the plan to your personal specifications. Again, I know how valuable your time is and the meeting will be very brief, but the benefits for you could be tremendous. Is (set appointment) good for you?

IF NO:

I understand and on behalf of MetLife, thank you for your time.

IF ALREADY HAVE LIFE INSURANCE

This plan is tailored as a tax-free retirement income plan but does provide an outstanding tax-free death benefit should you pass away prior to retirement, its the best of both worlds. In addition it may be one of the last true tax-free retirement income vehicles. I would hate for you to miss this opportunity. May I have our Rep explain exactly how you can profit from the plan. Is (set appointment) good for you?

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I ALREADY HAVE A RETIREMENT PLAN -

It's great to know that you're planning ahead. That's why you owe it to yourself to find out about this new plan- it has tax advantages that your current plan may not have, and it can give you a tax-free retirement income with no formal plan documents or personal out-of-pocket expenses. I'm sure you'll find it worth a few minutes of your time to let our Account Representative explain all the details. Is (set appointment) good for you?

GENERAL PLAN INFORMATION: - not part of script

- * Unlike almost all other retirement/benefit plans, the owner of the business does not have to offer it to all employees - it can be used only for the owner, or for any employee or employees chosen by the owner.
- * contributions to the plan are made using business dollars which are tax deductible.
- * On retirement, the participant will have a tax-free income.
- * Tax-free death benefits are paid to survivors if the participant dies before retirement.
- * There is not need to draft formal plan documents, there are no administrative fees, and there is no need to seek IRS approval.
- * MetLife provides profit benefits and retirement plans for 78 of the Fortune 100 companies.

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Tax-Advantaged Retirement Plan

 MetLife

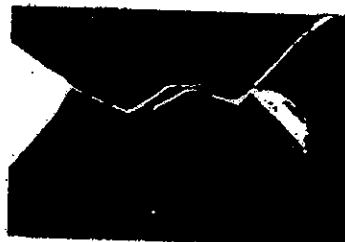
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Tax-Advantaged Retirement Plan

*A new concept in retirement planning
for you and your profession!*



ADVANTAGES THAT BENEFIT YOU —

- **Affordable** — you decide how much you want to put away
- **Flexible** — you plan how much you need and when you will retire
- **Portable** — you take the plan with you wherever your work takes you
- **Uncomplicated** — you pay no professional fees and file no tax forms
- **Security** — you have retirement dollars you know will be there for you!

WHAT THIS PLAN CAN DO FOR YOU — IT CAN PROVIDE:

- **Tax-free** retirement benefits
- **Tax-free** survivor benefit for your family
- **Tax-deferred** cash values
- Contributions uninterrupted by disability with Waiver of Premium
- Cash reserve for personal or business needs

What if you as a nurse could
create your own retirement plan —
that allows you to contribute as much as
you want and to provide yourself tax-free
retirement benefits?

Retirement with a Distinct Advantage

This is a retirement plan you can create for
yourself! This is one plan that can give you
those important dollars for retirement
and also make available cash for more im-
mediate needs, such as family emergencies.



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For Nurses

*What contributing
\$100 a month now can
mean for your
retirement later!*



An Example (Female Age 35 Retiring at 65)

FUNDING PHASE

In Year	Guaranteed Cash Value	Cash Value ¹	Survivor Benefit ¹
5	\$4,000	\$4,000	\$68,000
10	\$10,300	\$11,800	\$81,000
15	\$17,300	\$23,600	\$100,000
20	\$25,400	\$41,500	\$128,000
25	\$34,500	\$67,200	\$164,000
30	\$44,100	\$106,000	\$210,000

RETIREMENT PHASE

Annual Tax-free Benefit at 65	\$5,550
Total Retirement Benefit to 85	\$111,000
+ Tax-free Survivor Benefit (Death at 85)	\$208,000
Total Benefit	\$319,000
- Total Premiums	\$36,000
= Net Gain	\$283,000

The more you contribute, the greater your benefits!

Monthly Premium	Annual Benefit Age 65	Total Benefit Ages 65-85	Survivor Benefit Age 85
\$150	\$8,300	\$186,000	\$342,000
\$200	\$12,500	\$250,000	\$460,000

1. Cash value based on illustrative values of MetLife's Whole Life (Female \$5,000 guaranteed face amount of \$55,278; and PL 48 1993 dividend schedule. Dividends are neither guarantees nor estimates of the future annual tax-free benefit through policy loans and withdrawals. Loan rates are not guaranteed, and policy must be kept in force until death. If policy lapses prior to death, there may be income taxes payable. Additionally, a charge of 10% of Premium is included.

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How It Can Work for You

Prepared For: _____
 How much do you want to contribute? _____
 Your current age? _____ Your gender? _____
 When do you plan to retire? _____ Year/Month _____
 How many years of income do you want? _____

FUNDING PHASE

In Year	Guaranteed Cash Value	Cash Value*	Survivor Benefit*

RETIREMENT PHASE

Annual Tax-free Benefit at _____

Total Retirement Benefit to _____

+ Tax-free Survivor Benefit (Death at _____)

= Total Benefit _____

- Your Contribution _____

= Your Net Gain _____

* Cash value based on illustrative values or life table. Guarantees face amount of \$ _____ and P.L.A.R. _____
 during current dividend schedule. Dividends are neither guarantees nor estimates for the future.
 annuity. Full-term benefits through policy loans and withdrawals. Loan rates are not guaranteed, and policy must be kept in
 force until death. If policy lapses prior to death, there may be income taxes payable.
 additional charges if Waiver of Premium rider is included.

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Tax-Advantaged

Bonus Plan

Taking Care

of Number One

 MetLife

FLA. MARSH & MCGEE
ATTORNEYS AT LAW
1000 W. WASHINGTON ST., SUITE 1000
TALLAHASSEE, FL 32301-2000
TEL: 904.224.1000 FAX: 904.224.1001

 MetLife

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M129779220122

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Orders in MDL No. 1091 United States Dist. Ct.

**Taking Care of Number One!
With a Tax-Advantaged Bonus Plan**

Your number one employer responsibility is
to your number one employee.

You:

It's up to you to make sure that your
business takes care of you and your family.

Your business should provide you with
retirement benefits and financial security
that you deserve for all your hard work.

Reward yourself with a Tax-Advantaged
Bonus Plan!

As an employee...

You'll like a Tax-Advantaged Bonus Plan
because it provides you with retirement
income, an emergency fund, and life
insurance benefits at no out-of-pocket cost
to you!

As an employer...

You'll like a Tax-Advantaged Bonus Plan
because it's a simple and flexible way to
provide additional benefits to just one or a
few key employees. There's no
administration, no IRS forms, and no
headaches!

Talk to a MetLife representative about what
a Tax-Advantaged Bonus Plan can do for you.

Do your business a favor by taking care of
Number One!

MetLife Business Financial Services

CONFIDENTIAL

Tax-Advantaged

Benefit Plan

MetLife

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Notice: Production and Use Subject to Case Management and Protective
Orders in MDL No. 1091 United States Dist. Ct.

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How Does It Work?

It's simple! The employee applies for a MetLife insurance policy with the Paid-Up Additions Rider. The premiums are paid from the Company checkbook and the Company gets a tax deduction for the premiums paid. The employee owns the policy and includes the premium as part of his or her taxable income. However, the employee can reimburse him- or herself for the taxes paid from the cash value in the policy. This results in "\$0" out-of-pocket cost to the employee.

At retirement, the plan pays income to the employee and at the employee's death, the plan pays a death benefit to the employee's beneficiaries. And both the retirement income and the death benefit are totally income tax-free.

Employer Advantages:

- Tax deductible contributions
- Recruits and retains your most productive employees
- No formal plan or documents
- No IRS approval
- No administrative costs
- No paperwork
- Plan can be discriminatory
- Total flexibility in changing or stopping bonus payment at any time

Employee Advantages:

- "\$0" out-of-pocket cost
- Life insurance protection
- Retirement income
- Cash values grow tax-deferred
- Source of emergency funds
- Disability income benefits
- Income tax-free death benefits

**Tax-Advantaged
Bonus Plan**

CONFIDENTIAL

FOR BUSINESS OWNERS

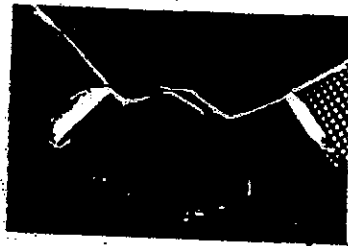
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Orders in MDL No. 1091 United States Dist. Ct.

Tax-Advantaged Bonus Plan

*A new concept in retirement planning
for you . . . the business owner!*



ADVANTAGES THAT BENEFIT YOU —

- No IRS approval required
- Exclusive — for you and you alone
- Practical — design the plan the way you want it
- Uncomplicated — save money on professional fees
- Affordable — set a plan budget for yourself
- Deductible — reduce your business taxes

Today you're in charge of your business —
someday you'll want to be in charge of your
retirement.

What if you could create just for yourself a
plan that would allow you to contribute as
much as you can and provides you with a
tax-free retirement benefit? And a plan
that plan was a deductible business
expense with no out-of-pocket cost?

A Bonus with a Distinct Advantage

This is one bonus you can give yourself and
no one else! This is one plan that will give
you those most important dollars for
retirement and also make available cash for
your immediate needs, such as family
emergencies.

WHAT THIS PLAN CAN DO FOR YOU — IT CAN PROVIDE:

- Tax-free retirement benefits
- Tax-free survivor benefit
- Tax-deferred cash values
- Contributions uninterrupted by disability with
Waiver of Premium
- Cash reserve for personal or business needs
- Reimbursement for income taxes payable on
bonus (optional)



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